

## Message Text

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16  
ORIGIN ARA-03

INFO OCT-01 ISO-00 /004 R

66617  
DRAFTED BY: ARA/BR:TSHUGART  
APPROVED BY: ARA/BR:RWZIMMERMANN  
----- 068392

R 112050Z SEP 75  
FM SECSTATE WASHDC  
TO AMEMBASSY BRASILIA  
INFO AMCONSUL SAO PAULO

UNCLAS STATE 216368

FOLLOWING REPEAT STOCKHOLM 4471 SENT SECSTATE INFO ABIDJAN ANKARA  
BONN CANBERRA ISTANBUL LONDON PARIS SEOUL RIO DE JANEIRO TAIPEI  
TEHRAN TOKYO USDOC DATED SEPT 9.

QUOTE

UNCLAS STOCKHOLM 4471

E.O. 11652: N/A  
TAGS: BGEN, BFOL, SW  
SUBJECT: DIRECT COMMUNICATIONS BETWEEN FOREIGN SERVICE POSTS  
AND COMMERCE DEPARTMENT DISTRICT OFFICES

REF: STATE 202051

1. THE EMBASSY IS GENERALLY IN FAVOR OF SUGGESTIONS THAT FOREIGN  
SERVICE POSTS AND COMMERCE DISTRICT OFFICES BE AUTHORIZED  
GREATER LATITUDE TO COMMUNICATE WITH ONE ANOTHER DIRECTLY.  
WITH SOME CAVEATS, IT WOULD SEEM THAT THE WIDEST POSSIBLE  
LATITUDE FOR SUCH COMMUNICATIONS WOULD REDUCE BOTH DUPLICATION  
AND THE TIME EXPENDED IN RESPONDING TO THE NEEDS OF US EXPORTERS.  
IN PRACTICE, HOWEVER SUCH AUTHORITY COULD BE AN IMPROVEMENT ONLY  
IF:

A) COMMERCE AND STATE CONTINUE TO RECEIVE AND TO ORIGINATE  
ALL COMMUNICATIONS ESSENTIAL TO PROPER MANAGEMENT AND  
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CONTROL.

B) FOR PRIORITY MESSAGES, EITHER A DIRECT COMMUNICATIONS  
NETWORK BETWEEN POSTS AND THE D.O.'S IS ESTABLISHED

OR RAPID REPEATING FACILITIES ARE ESTABLISHED AT STATE  
OR COMMERCE; AND

C) BOTH POSTS AND D.O.'S EXERCISE GOOD JUDGEMENT AND  
RESTRAINT WHEN CONTEMPLATING DIRECT COMMUNICATIONS  
WITH ONE ANOTHER.

2. MATTERS RELATED TO POLICY SHOULD OBVIOUSLY BE DIRECTED  
TO OR THROUGH THE DEPARTMENTS OF STATE AND COMMERCE. IT  
WOULD FIRST SEEM NECESSARY, HOWEVER, TO SURVEY WHAT  
OTHER CATEGORIES OF MESSAGES SHOULD BE EXCLUDED FROM DIRECT  
POST/D.O. COMMUNICATIONS. IN THE EXPERIENCE OF COMMERCIAL  
OFFICERS AT THIS POST, THERE IS LITTLE COMMUNICATION WHICH  
WE WOULD FIND EXPEDIENT TO SEND DIRECTLY TO D.O.'S. MOST  
OF THESE HAVE BEEN MENTIONED BY OTHER RESPONDENTS TO REFTEL  
AND WOULD MOST COMMONLY INCLUDE NOTICES OF THE ISSUANCE  
OF COMMERCIAL INVITATIONS, TRADE COMPLAINTS, AND THE  
FACILITATING OF CONTACTS BETWEEN SWEDISH FIRMS AND SPECIFIC  
AMERICAN COMPANIES. THERE MAY HOWEVER, BE OTHER, INFREQUENT,  
OCCASIONS WHEN WE WOULD LIKE TO COMMUNICATE DIRECTLY.

3. AS FOR COMMUNICATIONS ORIGINATING FROM THE DISTRICT OFFICE  
TO THE VARIOUS POSTS, THE MOST LIKELY MATTERS WOULD APPEAR  
TO BE REQUESTS FOR ADS'S, WTDR'S AND TRADE COMPLAINTS FROM  
US FIRMS. IN TERMS OF OUR OWN WORKLOAD, IT WOULD BE  
PARTICULARLY HELPFUL IF WE COULD REFER ALL DIRECT INQUIRIES  
FROM US FIRMS TO THE APPROPRIATE DISTRICT OFFICE. ALL  
CHANNELLED TO US FROM THE D.O.'S; POSTS WOULD BE INQUIRIES  
FROM US FIRMS COULD THEN BE CERTAIN THAT THE  
INQUIRING FIRMS HAD MADE EVERY EFFORT TO OBTAIN THE SERVICES  
THEY REQUIRE FROM US SOURCES. SUCH A PRACTICE WOULD ALSO  
SERVE TO BOLSTER THE DISTRICT OFFICES AS THE PRIMARY PROVIDERS  
OF SERVICES TO US EXPORTERS.

4. IN SUM, WHILE WE BELIEVE IT WORTHWHILE TO INITIATE A POLICY  
PERMITTING MORE DIRECT COMMUNICATIONS BETWEEN POSTS AND  
DISTRICT OFFICES, WE ALSO BELIEVE THAT SUCH A PROGRAM  
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SHOULD BE CAREFULLY MONITORED TO INSURE THAT THIS AUTHORITY  
DID NOT GIVE RISE TO ABUSES EITHER BY POSTS OR DISTRICT  
OFFICES. WE WOULD SUGGEST THAT COPIES OF ALL DIRECT  
POST/D.O. COMMUNICATIONS, EXCEPT PERHAPS, ITEMS SENT FOR  
INFORMATION ONLY, BE SENT TO THE APPROPRIATE OFFICES IN  
WASHINGTON. IT MIGHT BE BETTER TO GRANT SUCH AUTHORITY  
TO A NUMBER OF REPRESENTATIVE POSTS AND D.O.'S FOR A LIMITED  
TRIAL PERIOD -- SAY ONE YEAR -- AFTER WHICH THE EXPERIENCE  
COULD BE REVIEWED TO DETERMINE THE USEFULNESS OF THE  
PRACTICE.  
STRAUSE HUPE UNQUOTE KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 26 AUG 1999  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 SEP 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1975STATE216368  
**Document Source:** ADS  
**Document Unique ID:** 00  
**Drafter:** ARA/BR:TSHUGART  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** n/a  
**Film Number:** D750316-0259  
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**Office:** ORIGIN ARA  
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**Original Previous Classification:** n/a  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
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**Review Authority:** RowellE0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 11 JUN 2003  
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**Secure:** OPEN  
**Status:** <DBA CORRECTED> gwr 971021  
**Subject:** n/a  
**TAGS:** BFOR, BGEN, SW, BFOL, BGEN  
**To:** BRASILIA INFO SAO PAULO  
**Type:** TE  
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